



Mecklenburg County

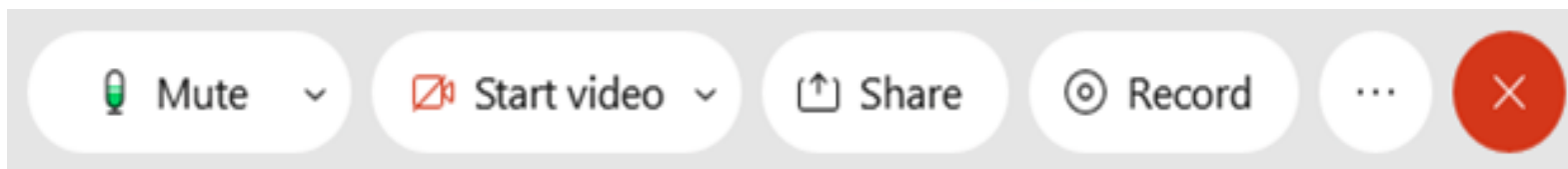
WELCOME!

MWSBE CONTRACTOR OUTREACH

MECHANICAL, ELECTRICAL, & PLUMBING (MEP)



MWSBE Outreach – MEP Contractors





MWSBE Outreach – MEP Contractors

OUTREACH GOALS

- Encourage and increase MWSBE participation
- Explain vendor registration process
- Share information about current and upcoming projects
- Answer questions

Disclaimer: the information mentioned during today's event and breakout sessions are subject to change without notice, attendance is not an offer or guarantee of a contract award, and statements made during this event and breakout sessions does not change the terms or conditions of a solicitation, contract, or opportunity.





MWSBE Outreach – MEP Contractors

Asset & Facilities Management



Carlton J. Travis
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LaElaina R. Taylor
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Gregory Y. Lokitis
Real Estate Project Manager
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Stephane Berwald
AFM - Construction & Diversity Consultant
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Land Use Environmental Services Agency



Joe Hack
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Solid Waste
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Park & Recreation



Peter Cook
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Procurement



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Office of Economic Development



Monica Grier
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Jamila R. Davis
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MWSBE Program
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MISSION

Office of Economic Development – MWSBE Program

www.mecknc.gov/edo

Increase Participation of Minorities, Women, and Small Businesses in Mecklenburg County Business Opportunities Through Outreach, Training, and Partnerships

The **Program** assist MWSBE businesses through various support efforts:

- Outreach and Networking
- Support and Navigation through Certifications, Vendor Registrations, and Doing Business with Mecklenburg County
- Informationals for Purchasing, Procurement, Bidding, and Contracting
- Advocacy and Mediation (dispute resolution)
- Capacity Building Efforts
 - One-on-one /Group Sessions
 - Trainings and Workshops
 - Information, Referrals, and Resource Sharing

Also, assists internal and external stakeholders in seeking MWSBEs



Minority, Women, and Small Business Enterprise Program

BENEFITS of Certifications

- Increased visibility and business exposure
- Access to working capital loan resources
- Award Recognition and Celebrations
- Free workshops, seminars, and networking events
- Notification of contracting and subcontracting opportunities
- Listed in public vendor/supplier databases
- Incentives from the Charlotte Business Inclusion Program



Minority, Women, and Small Business Enterprise Program

ELIGIBILITY 

Mecklenburg County does not certify.
The County accepts certifications from the following...

No application fee for the below certifications

The business must be 51% owned and operated by a minority, woman, or small business owner



Historically Underutilized Businesses (HUB) Certification
North Carolina Department of Administration – HUB Office

MBE=African American, Asian American, Hispanic American, American Indian | WBE=Caucasian Female
(Reciprocity if applicable) | <https://ncadmin.nc.gov/businesses/hub> | [Directory](#)

Small Business Enterprise (SBE) Certification
City of Charlotte - Charlotte Business Inclusion (CBI) Program

personal net worth < \$750K | [Charlotte CSA](#)
(MWBE Relevant Market Certificate if applicable) | <http://www.charlottebusinessinclusion.com> | [Directory](#)

Disadvantage Business Enterprise (DBE) Certification
North Carolina Department of Transportation - Department of Civil Rights

personal net worth < \$1.32M | MBE=African American, Asian American, Hispanic American, American Indian | WBE=Caucasian Woman
(Reciprocity/Inter-state if applicable) | <https://connect.ncdot.gov/business/SmallBusiness/Pages/default.aspx> | [Directory](#)



Minority, Women, and Small Business Enterprise Program

Checklist

NC HUB

N.C. DEPARTMENT OF ADMINISTRATION
OFFICE FOR HISTORICALLY UNDERUTILIZED BUSINESSES

1336 Mail Service Center, Raleigh, NC 27699-1336 • (919) 807-2330 • Fax (919)-807-2335

Website: www.doa.nc.gov/hub • Email Address: huboffice.doa@doa.nc.gov

DOCUMENTATION REQUIRED

Based upon your company business structure (i.e. sole proprietorship, corporation), you are required to submit the following documentation to the HUB Office within 30 days of your request for certification. **Failure to submit the required documents within the specified time will result in an administrative withdrawal. All items must be addressed to be considered a complete packet. (N/A's will not be accepted) *Should you feel that any of the documentation required does not pertain to you or your business, please provide an explanation on your letterhead and/or email as to why the documentation requested does not pertain to you or your company.**

<input checked="" type="checkbox"/>	All Applicants are required to submit the following documents:
<input type="checkbox"/>	Statewide Uniform Certification Application. Application must be signed and dated
<input type="checkbox"/>	Work experience resumes for all owners. Include places of ownership/employment with corresponding dates
<input type="checkbox"/>	Current Copy of proof of citizenship or Permanent Residence (Birth Certificate, Passport, Voter's Registration Card, Green Card, Military ID, or Driver's License all must be up to date)
<input type="checkbox"/>	Proof of Ethnicity, based upon the ethnic groups identified in N.C.G.S. § 143-128.4 (b): Black, Hispanic, American Indian, or Asian American. Provide a copy of your Passport, Green Card, Birth Certificate or complete a signed and notarized Ethnicity Affidavit
<input type="checkbox"/>	Copies of Professional Licenses, if required
<input type="checkbox"/>	Schedule of Salaries paid to all officers, managers, owners, or directors of the firm. (W-2; Quick Books, or statement on company letterhead or email, if possible)
<input type="checkbox"/>	Copies of signed lease for office and storage space or a statement indicating location of business operation
<input type="checkbox"/>	List of equipment (leased or owned) along with signed lease agreements, titles/proof of ownership of the equipment needed to operate your business
<input type="checkbox"/>	Documented proof of contributions used to acquire ownership for each owner
<input type="checkbox"/>	Statement from your bank listing names of all persons who have signature authority on your business bank account
<input type="checkbox"/>	Two business letters of reference (who your firm have performed work for - include contact information)
<input type="checkbox"/>	Home state minority and/or disadvantaged business certification for out of state businesses
<input type="checkbox"/>	Proof of disability, if applicable
<input type="checkbox"/>	Corporations must provide the following additional information:
<input type="checkbox"/>	Official Articles of Incorporation (signed by State Official)
<input type="checkbox"/>	Both sides of all Corporate Certificates and Stock and Transfer Ledger
<input type="checkbox"/>	Assumed Name Certificate, if applicable
<input type="checkbox"/>	Shareholders Agreement
<input type="checkbox"/>	Minutes of 1 st and most recent Stockholder and Board of Directors' Meetings
<input type="checkbox"/>	Corporate Bylaws and any amendments
<input type="checkbox"/>	Limited Liability Companies, including PLLC must also provide:
<input type="checkbox"/>	Articles of Organization (LLC)
<input type="checkbox"/>	Operating Agreement (LLC)
<input type="checkbox"/>	Partnerships, including LLP must also provide:
<input type="checkbox"/>	Partnership Agreement
<input type="checkbox"/>	Franchises must also provide:
<input type="checkbox"/>	Franchise Agreement

CBI-SBE

CHECKLIST

Complete This Checklist to Ensure All Required Documents Are Included

Thank you for your interest in becoming a certified SBE with the City of Charlotte. Please review the checklist below and use it as a guide to complete your application and organize the appropriate submission documents. Please make sure to include all supplemental documentation (as applicable) with your application. **Failure to submit a complete and accurate application could result in your application being returned to you with no action taken.** Please mail or deliver a complete application with required documents to the address on the front of this packet. **Faxed applications will not be accepted.** If you need assistance with this list please give us a call at 704-336-4137.

SBE APPLICANTS MUST SUBMIT:

- ☐ Copies of Professional or Trade License
- ☐ Work experience resume(s) that include places of ownership/employment and corresponding dates.
- ☐ Personal Net Worth (PNW) Statement: the eligible owner(s) must provide a personal net worth statement (see PNW template attached) to verify that the owner does not exceed the \$750,000 personal net worth limitation.
- ☐ Proof of citizenship or permanent residence. (Birth Certificate, passport, voter registration card, work visa, green-card or Military ID)
- ☐ Signed lease for office/storage space. If you operate from home please submit a statement indicating that you operate your business from your home residence. Example: Name of business operates from home address, sign and date.
- ☐ List of Equipment (lease or owned) or titles/proof of ownership of equipment needed to operate your business. In a separate sheet of paper please indicate all equipment you use to operate your business. Example: Phones, fax machine, computers, etc.
- ☐ Tax returns for the past 3 years (or life of firm if less than 3 years old). If no tax returns have been filed, a current Balance Sheet is acceptable
- ☐ List of all projects, currently in process or performed in the past three (3) years, including any contracts with the City of Charlotte denoting participation by key staff members in each project.
- ☐ Submit copies of all licenses and/or professional designations/certifications where applicable. (For a full list of professions, visit <http://www.nccommerce.com/en/BusinessServices/StartYourBusiness/BusinessLicensesPermits/>)

SUBMIT ADDITIONAL INFORMATION ACCORDING TO YOUR BUSINESS STRUCTURE

SOLE PROPRIETORSHIP:

- ☐ Professional or Trade License

PARTNERSHIP OR JOINT VENTURE (INCLUDING LP AND LLP):

- ☐ Copy of Partnership or Joint Venture Agreement
- ☐ Professional or Trade License

CORPORATION OR LLC (INCLUDING PC AND PLLC):

- ☐ Official Articles of Incorporation (signed by state official)
- ☐ Both sides of all Corporate Stock Certificates and Stock
- ☐ Transfer Ledger
- ☐ Shareholders Agreement
- ☐ Minutes of all stockholder and Board of Directors meetings
- ☐ Corporate by-laws and any amendments

NC DOT-DBE



UNIFORM CERTIFICATION APPLICATION SUPPORTING DOCUMENTS CHECKLIST

In order to complete your application for DBE or ACDBE certification, you must attach copies of all of the following REQUIRED documents. A failure to supply any information requested by the UCP may result in your firm denied DBE/ACDBE certification.

Required Documents for All Applicants

- ☐ Resumes (that include places of employment with corresponding dates), for all owners, officers, and key personnel of the applicant firm
- ☐ Personal Net Worth Statement for each socially and economically disadvantaged owners comprising 51% or more of the ownership percentage of the applicant firm.
- ☐ Personal Federal tax returns for the past 3 years, if applicable, for each disadvantaged owner
- ☐ Federal tax returns (and requests for extensions) filed by the firm and its affiliates with related schedules, for the past 3 years.
- ☐ Documented proof of contributions used to acquire ownership for each owner (e.g., both sides of cancelled checks)
- ☐ Signed loan and security agreements, and bonding forms
- ☐ List of equipment and/or vehicles owned and leased including VIN numbers, copy of titles, proof of ownership, insurance cards for each vehicle.
- ☐ Title(s), registration certificate(s), and U.S. DOT numbers for each truck owned or operated by your firm
- ☐ Licenses, license renewal forms, permits, and haul authority forms
- ☐ Descriptions of all real estate (including office/storage space, etc.) owned/leased by your firm and documented proof of ownership/signed leases
- ☐ Documented proof of any transfers of assets to/from your firm and/or to/from any of its owners over the past 2 years
- ☐ DBE/ACDBE and SBA 8(a), SDB, MBE/WBE certifications, denials, and/or decertifications, if applicable; and any U.S. DOT appeal decisions on these actions.
- ☐ Bank authorization and signatory cards
- ☐ Schedule of salaries (or other remuneration) paid to all officers, managers, owners, and/or directors of the firm
- ☐ List of all employees, job titles, and dates of employment.
- ☐ Proof of warehouse/storage facility ownership or lease arrangements

- ☐ Corporate by-laws and any amendments
- ☐ Corporate bank resolution and bank signature cards
- ☐ Official Certificate of Formation and Operating Agreement with any amendments (for LLCs)

Optional Documents to Be Provided on Request

The UCP to which you are applying may require the submission of the following documents. If requested to provide these documents, you must supply them with your application or at the on-site visit.

- ☐ Proof of citizenship
- ☐ Insurance agreements for each truck owned or operated by your firm
- ☐ Audited financial statements (if available)
- ☐ Personal Federal Tax returns for the past 3 years, if applicable, for other disadvantaged owners of the firm.
- ☐ Trust agreements held by any owner claiming disadvantaged status
- ☐ Year-end balance sheets and income statements for the past 3 years (or life of firm, if less than three years)

Suppliers

- ☐ List of product lines carried and list of distribution equipment owned and/or leased

Partnership or Joint Venture

- ☐ Original and any amended Partnership or Joint Venture Agreements

Corporation or LLC

- ☐ Official Articles of Incorporation (signed by the state official)
- ☐ Both sides of all corporate stock certificates and your firm's stock transfer ledger
- ☐ Shareholders' Agreement(s)
- ☐ Minutes of all stockholders and board of directors meetings

N.C. DOT Uniform DBE/ACDBE Certification Application • Page 14 of 14



Minority, Women, and Small Business Enterprise Program

Projects

At-A-Glance



To view current projects for bidding, visit:

www.meckprocure.com | www.ips.state.nc.us/IPS/DeptBids.aspx (search Mecklenburg County)

Parks	Greenways/Streams
New Build/Renovations	Maintenance/Repairs

Mecklenburg County - SnapShot: Projects At A Glance Maintenance & Repair Construction Projects

Welcome to SnapShot: Projects At A Glance. Mecklenburg County's listing of upcoming contract opportunities.

In an effort to keep the public/business community informed of upcoming opportunities, we prepare and update this tool to provide preliminary information and advance notice. Please note this list is not exhaustive of every project.

To view current projects for bidding, visit: www.meckprocure.com | www.ips.state.nc.us/IPS/DeptBids.aspx (search Mecklenburg County)

Disclaimer: Information subject to change without notice | Quarterly updates are anticipated - frequency may vary

Project Type	Lead Department	Project Name	Brief Project Description	Some Scopes of Work/Trades	Estimated Value	Ind. Federal Funds	Anticipated Posting Period
Please Select	**Please Select**	Open Text	Open Text	Open Text	**Please Select**	**Please Select**	Open Text
Construction - Maintenance/Repair	AFM - Asset and Facility Management	Spirit Square Exterior Envelope Repair Project	Repair Roofing, Painting, Caulking, Window Repair,	Roofing, Painting, Caulking, Window Repair	\$499,000 - \$100,000	No	2020(Oct-Dec)
Construction - Maintenance/Repair	AFM - Asset and Facility Management	Hal Marshall Annex Parking Lot Storm Drain Modifications Project	Install new catch basins with new underground piping to existing catch basin, regrade parking lot, repave disturbed area	asphalt paving, grading, storm drain work	\$499,000 - \$100,000	No	2020(Oct-Dec)
Construction - Maintenance/Repair	AFM - Asset and Facility Management	NW Health-Minisplit Installation	Install three Minisplit HVAC units in immunization storage rooms	HVAC, Electrical	\$29,000 and under	No	2020(Oct-Dec)
Construction - Maintenance/Repair	AFM - Asset and Facility Management	Judge Johnson Generator Replacement, CCOB New Generator Installation	Replace Generator and ATS at Judge Johnson, Install new Generator and new ATS at CCOB	concrete, electrical	\$499,000 - \$100,000	No	2021(Jan-Mar)
Construction - Maintenance/Repair	AFM - Asset and Facility Management	Detention Centers Modernization Project	Partial Replacement of Mechanical Systems, Roofing, Pod Finishes, some electrical modifications, some plumbing modifications in both Detention Center Central and North	HVAC, Electrical, Plumbing, Flooring, Ceilings, Roofing, Painting, Concrete	\$500,000 and over	No	On Hold
Construction - Maintenance/Repair	AFM - Asset and Facility Management	New Courthouse Security Camera Replacement Project	Replace existing cameras, NVR, monitors and wiring with new digital equipment	low voltage, cameras, electrical	\$500,000 and over	No	2021(Apr-Jun)

www.mecknc.gov/edo/MWSBE

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In an effort to keep the public/business community informed of upcoming opportunities, we will update this tool to provide preliminary information and advance notice. Please note this list is not exhaustive of every project.

**Please Note: Information subject to change without notice – Quarterly updates are anticipated, frequency may vary.*

<https://www.mecknc.gov/edo/MWSBE/Pages/resources.aspx>



Minority, Women, and Small Business Enterprise Program

Solicitations/Bid ANNOUNCEMENTS

Register on NC e-Vendor Portal

<https://vendor.ncgov.com/vendor/login>



State of North Carolina
Interactive Purchasing System

Solicitations by Purchasing Agency

Where to find Solicitations

NC State-Wide Opportunities Interactive Purchasing System (NCIPS) <https://www.ips.state.nc.us>

[ex: Search NON STATE – County of Mecklenburg]

On this site you will find information for...

- Bid Announcements
- Bid Documents/ Addendums
- Scope of Work/Requirements
- Bid Due Dates / Bid Openings
- Pre-bid Conference / Site Visits
(mandatory/non-mandatory)

Bid Number	Description
487-TH-AFM004004	Facilities Maintenance RFP For full RFP information go to www.meckProcure.com , (Public Access)
487-TH-AFM004004-1	Addendum 1 --- Adding time of Pre-Bid Meeting
487-TH-AFM004004-2	Addendum 2 --- Site visit schedule
487-TH-AFM004004-3	Addendum 3 --- Vendor information, site visit schedule and scope updates
487-2019-NCDOTGRNWYCEI	CEI services for mutiple NCDOT grant funded greenways For Construction and Engineering Inspections services during const.
487-DPNC	Discovery Place Nature Center Pre-Conference Passed: 05/14/2019 Pre- Submittal meeting is NON MANDATORY
487-STEWARTCREEKPH1ITB	STEWART CREEK PHASE 1 Key Words: Creek, Restoration,
487-TM-DSS004010	Work First Services Pre-Conference Passed: 05/15/2019 Conference is Not Mandatory. Do not upload response in NCIPS
487-BI-ITBLUE006002	Procurement of Stone and Stone Delivery Bids to be Mailed or Hand Delivered, no Email.
487-BI-ITBLUE006002-1	Addendum 1 --- Added Date and Time for Non-Mandatory Pre Bid Conference Call
487-TM-DSS004011	Non-Emergency Medical Transportation Services Pre-Conference Passed: 05/09/2019 Conference Meeting is Not Mandatory. Do not upload response on NCIPS



Minority, Women, and Small Business Enterprise Program

MWSBE Provisions

<https://www.mecknc.gov/edo/MWSBE/Documents/MWSBE%20Construction%20Provision.pdf>

Bid Documents

FORM I
STATEMENT OF INTENT OF
MINORITY, WOMEN AND SMALL BUSINESS ENTERPRISE UTILIZATION
(TO BE SUBMITTED WITH THE BID)

We, _____, do certify that on
(Bidder)

the _____
(Project Name)

(Dollar Amount of Bid)

we anticipate expending a minimum of _____% of the total dollar amount on the bid with minority business enterprises, _____% with women business enterprises, and _____% with small business enterprises. MBE/WBE/SBE's may be employed as construction Subcontractors, vendors, suppliers, or professional services. The bidder indicates that he (she) will utilize MBE/WBE/SBE in the following areas:

Description of Work	MBE Amount	WBE Amount	SBE Amount

"GOOD FAITH EFFORTS" FORM
(ATTACH TO BID)

County of _____

Affidavit of _____
(Name of Bidder)

I have made a good faith effort to comply under the following areas checked:
(A minimum of 50 points is required to have achieved a "good faith efforts" standing)

(Y/N)

____ (1) Contacting Minority, Women or Small Businesses that reasonably could have been expected to submit a quote and that were known to the Contractor or available on State or local government maintained lists at least 10 days before the Bid proposal date and notifying them of the nature and scope of the Work to be performed. Value = 10 points

____ (2) Making the construction plans, specifications and requirements available for review by prospective Minority, Women, or Small Businesses or providing these documents to them at least 10 days before a Bid proposal is due. Value = 10 points

____ (3) Breaking down or combining elements of Work into economically feasible units to facilitate Minority, Women, or Small Business participation. Value = 10 points

Apparent Low Bidder/Contract Phase

FORM III
MINORITY, WOMEN, AND SMALL BUSINESS ENTERPRISE UTILIZATION COMMITMENT

We, _____, do certify that on the
(Prime Contractor)

(Project Name)

(Dollar Amount of Bid)

has committed a minimum of _____% of the total dollar amount of the Contract with minority business enterprises, _____% with women business enterprises and _____% with small business enterprises.

Name of Firm	MBE	WBE	SBE	Contact Person	Type of Work To Be Performed	Dollar Value

FORM IV
MINORITY, WOMEN, AND SMALL BUSINESS ENTERPRISE
LETTER OF INTENT TO PERFORM AS A SUBCONTRACTOR OR PROVIDE SUPPLIES OR SERVICES

Project Name: _____

TO: _____ ADDRESS: _____
(Prime Contractor)

CONTACT PERSON: _____ TELEPHONE #: _____

The undersigned intends to provide supplies or services in connection with the above bid request as a Minority, Women or Small Business Enterprise.

Check **all** that apply: _____ African American; _____ Hispanic American;
_____ Asian American; _____ Native American;
_____ European American Female; _____ Small Business.

The undersigned is prepared to perform the following described Work in connection with the above Project. (Specify in detail particular Work items or parts thereof to be performed):

at the following price: \$ _____

You have projected the following delivery date for such supplies and services, and the undersigned is projecting completion of such Work as follows:

Goals

Category	MBE Goal	WBE Goal	SBE Goal	Total Goal
Construction	10%	6%	5%	21%
Architecture & Engineering	4%	7%	5%	16%
Professional Services	9%	9%	5%	23%
Other Services (other than Architecture & Engineering and other Professional Services)	5%	4%	5%	14%
Goods	3%	3%	5%	11%

Close-Out

FORM VI
STATEMENT OF PAYMENTS TO M/W/SBE SUBCONTRACTORS & SUPPLIERS
(TO BE SUBMITTED WITH FINAL PAYMENT REQUEST)

Project: _____ Contract #: _____

Contractor's Name: _____

Cert. #	MBE	WBE	SBE	Name of Firm / Address & Phone #	Total Amount	Contact Person

Total Contract Cost: _____

Total % M/W/SBE: _____

I hereby certify that this statement is true and that above payments have been made.

Contractor: _____



Minority, Women, and Small Business Enterprise Program

Capability Statement

- Contact Information
- Past Performance
- Differentiators
- Company Overview/Data
- Core Competencies
- Codes / Certifications /Licenses

ASKEW



Capability Statement

Founded in 1957 Askew Industrial stocks the largest shipyard-specific inventory of nuts, bolts, studs, screws and washers in multiple locations strategically located throughout the country. We are especially proud to have a very large inventory of domestic and OFAR materials. All our materials meet US Navy specifications.

CORE COMPETENCIES

- Nuts, Bolts, Studs, Screws, & Washers
- Full Lot Traceability
- In-house Quality Control Inspection Laboratories
- Custom Packaging per Contract Specifications
- Vendor Managed Inventory (VMI)

Certified to All NAVY Specifications

MIL-S-1222H	NAS1625027	ASTM
MIL-DTL-1222J	MIL-N-25027	SAE
MIL-B-8517	ANSI	QQ-N-281
FF-S-85E	NCU	QQ-N-286
	NCU-AL	

Specials & Standards Off-the-Shelf:

- MIL-Spec
- Commercial Products
- 15000 Model
- 405 Model
- 400 Model
- 625 Inconel
- 718 Inconel
- 304-316-347 Stainless Steel
- Grade B7, 7, 4, B8, B8M, B8, B16
- CHROM-NOLY

PAST PERFORMANCES



Dept. of the Navy
7 of Contracts: 52 Contracting Actions
Top Officer: NAVSUP Weapons Systems Support
Details on FPDS.gov: [Navy Contracting History](#)



Defense Logistics Agency
4 of Contracts: 20 Contracting Actions
Top Officer: DLA Maritime - Norfolk
Details on FPDS.gov: [DLA Contracting History](#)



Defense Contract Management Agency
4 of Contracts: 1 Contracting Actions
Top Officer: DCMA South Ana
Details on FPDS.gov: [DCMA Contracting History](#)

Eric Wallerstein

www.askewindustrial.com

Government Business POC

866-767-2171 x 7840

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DragonFly

Information Technology Solutions

Capability Statement

DragonFly ITS, a small business that provides a full range of IT support services, Cyber Security services, staff augmentation, advisory services and administrative support. Headquartered in the Metro Atlanta, GA, DragonFly ITS has served the Federal, state/local government and commercial markets across the US since 1995. Our staff of passionate and highly skilled employees, have a deep understanding of our customers and their critical missions, and we develop lasting relationships because of it.

COMPETENCIES

- IT Infrastructure Support
- Software Maintenance, Sustainment and Support
- Custom Software Development
- Contact Center/Help Desk Support
- Information Assurance/Cyber Security
- Staff Augmentation
- Database Design, Development and Administration
- Data Analysis, Modeling, Management and Migration
- Configuration Management
- IT Strategic Planning
- Project Management Office Support
- Business Intelligence and Big Data
- Administrative Support

DIFFERENTIATORS

- Member of IBM PartnerWorld
- Teamed with IBM and the IBM Partner network to provide comprehensive solutions.
- DragonFly ITS offer a very diverse portfolio of services targeted towards government agencies with the experience and personnel to achieve immediate results.
- Subject Matter Experts with industry knowledge to tailor solutions for each client.
- DragonFly ITS is focused on delivering customer satisfaction that is built upon team of principal leaders, analyst and engineers that are experts in their respective technical fields.
- DCAA-approved accounting system

PAST SATISFIED CLIENTS

- US Navy - Norfolk Naval Shipyard (NNSY)
- US DoD - Defense Logistics Agency
- New York City - Financial Information Services Agency (FISA)
- District of Columbia - Mayors Office
- Smurfit-Stone Container Corporation
- Lucent Technologies
- Optical Fiber Solutions
- Blue Cross Blue Shield of Minnesota
- Blue Cross Blue Shield of Kansas City
- Royal Caribbean Cruise Lines
- Verizon
- Qwest Communications
- Williams-Sonoma
- Kraft Foods
- MarineMax
- Walmart
- Best Buy

Robert J. Ross

Government Business

<http://dragonflyits.com>

(678) 656-3165

462 Rosehal P

Legacy Pointe Telecommunications

Connecting People

Capability Statement

Legacy Pointe Telecommunications is a minority business providing services in DAS, Small Cell, Wi-Fi, RF Se the commercial and government markets providing products to lead these organizations from legacy systems to modern technologies. We have over 60 years of combined experience in the technology space. We offer turnkey fully managed solutions. Pointes' extensive knowledge of the entire project lifecycle added value to our customers solutions.

BUSINESS OVERVIEW

Duns# 081189386
Company Type: S Corp
Incorporated: 2016

INDUSTRY CERTIFICATIONS:

ADRF Solid
City of Atlanta vendor
Zimwave

NAICS CODES:

517110 Wire Telecom
517210 Wireless Telecom
517911 Telecom Resellers
517919 All Other Telecom
518210 Data Processing & Hosting
541511 Computer Programming
541512 Computer System Design
541513 Computer Facilities Mgmt.
541519 Computer Related Svc
541611 Mgmt. Consulting Svc
541618 Other Management Svc
561210 Facilities Support Svc
561320 Temporary Staffing Svc
561621 Security Systems services
811212 Maintaining Computers
611420 Computer training
238210 Electrical contractors
541330 Engineering Services
541618 Management Consulting Svc

CONTACT INFO:

LEGACY POINTE TELECOMMUNICATIONS
3915 Cascade Rd
Suite 220
Atlanta, GA 30331
470.242.1223 | OFFICE
DARIUS ELAHEE
delahee@legacypointetelecommunications.com
www.legacypointetelecommunications.com

MEMBER

GOVERNMENT BUSINESS CONNECTION

CODY CONTRACTING

Capability Statement

Cody Contracting Inc was established in 2008 and is located in Saint Cloud Florida. We are dedicated to providing support services to government, commercial and residential clients. We provide General Contracting/Construction services with a specialized team of experts that deliver quality, on time solutions to your construction needs from start to finish. Our services include but are not limited to Commercial Construction, Residential Construction, Restoration And Site Work.

CORE COMPETENCIES

SERVICES

- Turnkey DAS design and installation
- Public Safety
- Small Cell
- Construction Management
- Technology Consulting

SOLUTIONS

- RF Services
- Staff Augment
- Testing and Security
- Fiber

KEY DIFFERENTIATORS

- Seasoned management team
- Strong past performance
- Quality Assurance management processes
- Certified Engineers on staff
- Clear pricing and multi-vendor relationships to control costs
- Focused on maximizing client's ROI

PAST PERFORMANCE

- NRG Stadium
- T-Mobile Corporate office
- PNC Arena
- Concord Mills Mall
- Kiaawah Island Resort
- Houston Tunnels
- Walmart
- Chick - Fila Corporate
- BBVA - Houston
- Navy Federal Credit Union
- Hartsfield Jackson Airport
- City of Atlanta

Derrek Adkins

Government Business POC

(321) 624-0674

2349 Canoe Creek Road - Saint Cloud

ARCHITECTURE INTERIORS

CONSTRUCTION SERVICES DEVELOPMENT

Capability Statement

Masbuild, Inc. established in 1998, is an award-winning AEC firm staffed with architects, interior designers, construction managers, space planners, ADA specialists, and building & construction inspectors. Masbuild's experts each have 25+ years of experience with a broad-based and comprehensive background in design and construction services for government projects and agencies. Among those, HUD, the United States Navy and Air Force, and the U.S. State Department and Customs. Masbuild, Inc. is dedicated to high-quality architectural design and construction management services, taking the time to create excellence in the aesthetics, detail, functionality and overall flow for the entire project. As such, we deliver consistent high-quality and innovative solutions in architecture, engineering, and interior design for each project. We incorporate both new construction and modification of existing structures in conjunction with updated safety regulations to meet all code requirements. Masbuild is an African American/Woman Owned Business Enterprise and is also certified as a DBE, SDB, MBE and EDWOSB.

CORE COMPETENCIES

ARCHITECTURAL SERVICES

- New Design
- Pre-Design Services
- Contract Documents
- Modernization
- ADA Assessments
- Adaptive Re-use
- Space Planning
- Master Planning
- Architectural Consulting
- Inspection Services
- Constructability Review
- CAD

INTERIOR DESIGN SERVICES

- Develop Design
- Space Planning
- Design Programming
- Furniture Procurement and Installation
- Furniture, Fixture and Equipment Selection
- Color Materials Selection
- Aging in Place Design
- Relocation Services
- Tenant Improvement
- Project Management
- CAD

CONSTRUCTION SERVICES

- Bid Preparation
- Construction Administration
- Construction Management
- Construction Inspections
- Building Inspection
- Project Management
- Comprehensive Repair Surveys

MAJOR ACCOMPLISHMENTS

- Caltrans, IDG - AE Services
- City of Los Angeles, Water Treatment Facility - AE Services
- City of Pasadena, Heritage Square Senior Apartments - CM Services
- City of Pasadena, Robinson Park - Conceptual Design
- Los Angeles Unified School District - Master Planning
- Los Angeles Unified School District - Constructability Review
- Los Angeles Unified School District - Project Management
- CTSA Office Building - Design/Bid/Built
- U.S. Foreign Service Posts Worldwide, IDG - AE Services
- US Air Force Base, Fort MacArthur, CA, Facility Renovation and Improvements - AE Services
- US Dept. of HUD, Multifamily Construction - CM Services
- US Dept. of HUD, Atlanta Contracting - AE Services

CONTACT: CHARLES T. BRYANT

Masbuild, Inc. | Architecture | Interiors | Construction Services | Development

charles@masbuild.com | 626.792.2558 P | 626.808.4395 F

CHARLES T. BRYANT

Principal

AIA, NOMA, NCARB

(626) 792-2555 x102 | charles@masbuild.com

221 E. Walnut Street, Suite 204 | Pasadena, CA 91101

CERTIFICATIONS, NAICS & PSC CODES

CERTIFICATIONS:
African American Owned Business Enterprise
EDWOSB | DBE | SDB | MBE

NAICS CODES:
541310 Architectural Services | 541330 Engineering Services
541340 Drafting Services | 541350 Building Inspection Services
541410 Interior Design Services
541490 Other Specialized Design Services
840210 Moving and Relocation Services

PSC CODES:
D211, D211A, D212, D213, D214, D215, D219, D313

10/27/2020

WWW.MECKNC.GOV/EDO/MWSBE

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Minority, Women, and Small Business Enterprise Program

Capacity Building

Competitive Advantage & Networking

- Pre-bid Meetings/Conferences/Site Visits/Bid-Openings
- Meet With Diversity/Inclusion Professionals
- Meet with Mecklenburg County's Small Business Team/Business Resource Providers
- Meet With Departments / Project Managers
- Participate In Networking Events (Meet & Greet, Etc.)
- Associations/Chambers/Groups/Meetups, etc.
- Strengthen Proposal-Bid Writing / Presentation / Interviewing
- Strengthen Your Project And Financial Management
- Navigate Prequalification documents/resources
- Participate in Capacity Building Programs
- Know your Differentiators and Competitive Advantage
- Source Talent/Collaboration/Subcontracting/Partnerships
- Separate Working In AND On Your Business
- Document References And Testimonials
- Take Pictures of Visual Projects When You Can
- Ask For Feedback (*don't take it personal – take it professional*)
- Ask Questions (*remember, a closed mouth does not get fed*)



+ more

Minority, Women, and Small Business Enterprise Program

Starting or Growing Your BUSINESS

Small Business Services



Office of Economic Development

www.MeckNC.gov/EDO

Small Business Concierge

Our Concierge Service is a one-stop shop that navigates the various business and entrepreneurial resources available across Mecklenburg County, the Charlotte region and the State of North Carolina. Entrepreneurs seeking to start or grow their business can receive customized guidance and expert advice on a variety of business topics.

Mission: To provide FREE expert assistance in supporting the entrepreneurs of Mecklenburg County with the highest standard of customer service that will foster growth and vitality to the business community.

Business Resources:

- * Finding Funding Sources
- * How to Start a Business in NC
- * Preparing for Funding
- * Finding Contracting Opportunities
- * Getting Certified
- * Military/Veteran Business Services
- * Relocating your Business
- * Training your Workforce
- * Creating a Business Plan/Strategic Plan
- * Registering as a Vendor
- * Incorporating your Business in NC
- * Marketing Plans
- * Taxes and Recordkeeping
- * Finding Business Workshops
- * Insurance
- * Legal Structure
- * Market Research
- * Understanding QuickBooks
- * And many more...

Opening and operating a small business can be difficult, and you may have a multitude of questions and decisions that must be made. Mecklenburg County is committed to your success by being a solution go getter in providing resources and direction for your business's challenges and successes!

For More Information, please contact
Mark Stewart: 980.314.2987 | Mark.Stewart@MeckNC.gov

Business Lending & Credit Coaching

Mission: Mecklenburg County's Business Lending & Credit Coaching seeks to stimulate business investment, create and retain jobs, and provide increased opportunities for small businesses to obtain the capital they need to be successful

Services include:

- A global financial assessment of the business and owner
- Help with developing a credit building program for entrepreneurs
- Fine tuning business plans and financial projections
- Providing general audits of business and financial plans
- Help identifying and evaluating risks inherent to client's industry and perform analysis of management, strategies, and goals
- Assist business owners and entrepreneurs to find financing that fits their needs and aligns with the financial institution's lending objectives

The goal is to assist small businesses in Mecklenburg County with preparing and accessing financing that makes good economic and business sense. We achieve this goal by working in collaboration with financial institutions, technical assistance providers, and other partners.

For More Information, please contact
Fred A. Atiemo: 980.314.2757 | Fred.Atiemo@MeckNC.gov

Minority, Women, Small Business Enterprise

Mission: To increase participation of minorities, women, and small businesses in Mecklenburg County business opportunities through outreach, training, and partnerships.

It is the policy of Mecklenburg County to provide women, minorities, and small businesses equal opportunity to participate in construction and professional services contracts. Through the MWSBE program, the County has set aspirational goals for participation by women, minorities, and small businesses.

Eligibility

To be eligible to participate in Mecklenburg County's Minority, Women and Small Business Enterprises Program, a business must meet certain criteria. These criteria are:

- The business must be 51% owned and operated by a minority, woman, or small business owner
- The business must be certified. Mecklenburg County does not provide certification, but will accept certifications from the following:
 - City of Charlotte – Charlotte Business INclusion (CBI)
 - North Carolina Office of Historically Underutilized Businesses (HUB)
 - North Carolina Department of Transportation (NCDOT)
 - Small Business Administration (SBA)

For More Information, please contact
Iamila R. Davis: 980.314.2940 | Iamila.Davis@MeckNC.gov



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QUESTIONS

If you have any questions, please add them to the chat message box and we will respond at the end of the session.

Mecklenburg County Procurement and Vendor Management

- **HIGHLIGHTS**

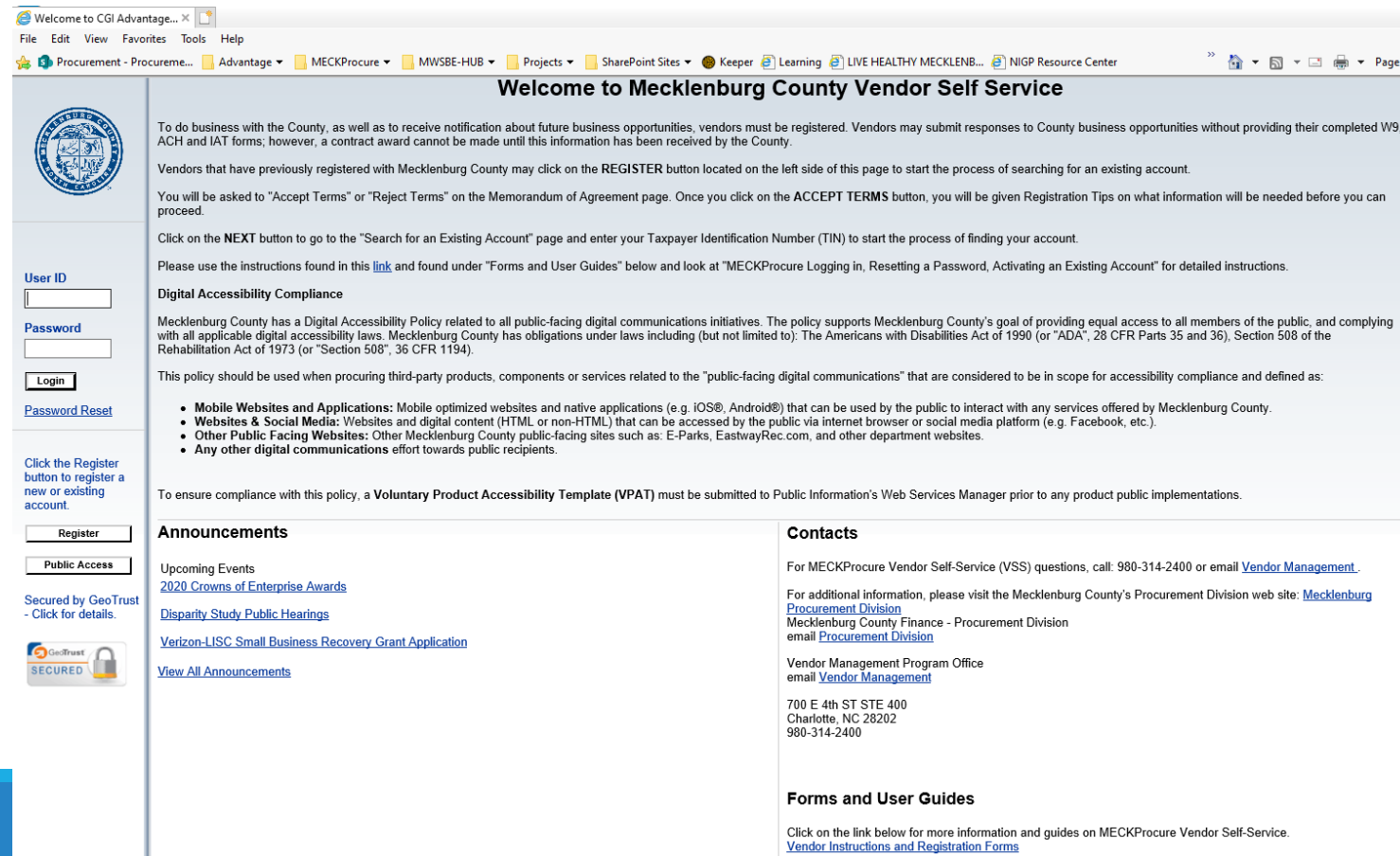
- The Mecklenburg County vendor portal: www.MECKProcure.com
- Training on the use of MECKProcure
- What you need to have on hand when registering
- Do I really need to give Mecklenburg County my banking information?
- What if my business is already registered?
- Responding to a solicitation



The Mecklenburg County vendor portal:

www.MECKProcure.com

When using MECKProcure, if using a Windows PC, use Internet Explorer. If using an Apple computer, use Firefox.



The screenshot shows the Mecklenburg County Vendor Self Service portal in Internet Explorer. The browser's address bar displays the URL www.MECKProcure.com. The page features a navigation bar with links to various resources, including Procurement, Advantage, MECKProcure, MWSBE-HUB, Projects, SharePoint Sites, Keeper, Learning, LIVE HEALTHY MECKLENBURG, and NIGP Resource Center. The main content area is titled "Welcome to Mecklenburg County Vendor Self Service" and provides instructions for vendors to register or log in. It includes a "User ID" field, a "Password" field, and a "Login" button. A "Register" button is also present, along with a link to "Public Access". The page also contains sections for "Digital Accessibility Compliance", "Announcements", "Contacts", and "Forms and User Guides".

Welcome to CGI Advantage... X

File Edit View Favorites Tools Help

Procurement - Procurement... Advantage MECKProcure MWSBE-HUB Projects SharePoint Sites Keeper Learning LIVE HEALTHY MECKLENBURG NIGP Resource Center

Welcome to Mecklenburg County Vendor Self Service

To do business with the County, as well as to receive notification about future business opportunities, vendors must be registered. Vendors may submit responses to County business opportunities without providing their completed W9, ACH and IAT forms; however, a contract award cannot be made until this information has been received by the County.

Vendors that have previously registered with Mecklenburg County may click on the **REGISTER** button located on the left side of this page to start the process of searching for an existing account.

You will be asked to "Accept Terms" or "Reject Terms" on the Memorandum of Agreement page. Once you click on the **ACCEPT TERMS** button, you will be given Registration Tips on what information will be needed before you can proceed.

Click on the **NEXT** button to go to the "Search for an Existing Account" page and enter your Taxpayer Identification Number (TIN) to start the process of finding your account.

Please use the instructions found in this [link](#) and found under "Forms and User Guides" below and look at "MECKProcure Logging in, Resetting a Password, Activating an Existing Account" for detailed instructions.

Digital Accessibility Compliance

Mecklenburg County has a Digital Accessibility Policy related to all public-facing digital communications initiatives. The policy supports Mecklenburg County's goal of providing equal access to all members of the public, and complying with all applicable digital accessibility laws. Mecklenburg County has obligations under laws including (but not limited to): The Americans with Disabilities Act of 1990 (or "ADA", 28 CFR Parts 35 and 36), Section 508 of the Rehabilitation Act of 1973 (or "Section 508", 36 CFR 1194).

This policy should be used when procuring third-party products, components or services related to the "public-facing digital communications" that are considered to be in scope for accessibility compliance and defined as:

- **Mobile Websites and Applications:** Mobile optimized websites and native applications (e.g. iOS®, Android®) that can be used by the public to interact with any services offered by Mecklenburg County.
- **Websites & Social Media:** Websites and digital content (HTML or non-HTML) that can be accessed by the public via internet browser or social media platform (e.g. Facebook, etc.).
- **Other Public Facing Websites:** Other Mecklenburg County public-facing sites such as: E-Parks, EastwayRec.com, and other department websites.
- **Any other digital communications** effort towards public recipients.

To ensure compliance with this policy, a **Voluntary Product Accessibility Template (VPAT)** must be submitted to Public Information's Web Services Manager prior to any product public implementations.

Announcements

Upcoming Events
[2020 Crowns of Enterprise Awards](#)
[Disparity Study Public Hearings](#)
[Verizon-LISC Small Business Recovery Grant Application](#)
[View All Announcements](#)

Contacts

For MECKProcure Vendor Self-Service (VSS) questions, call: 980-314-2400 or email [Vendor Management](#).

For additional information, please visit the Mecklenburg County's Procurement Division web site: [Mecklenburg Procurement Division](#)
Mecklenburg County Finance - Procurement Division
email [Procurement Division](#)

Vendor Management Program Office
email [Vendor Management](#)

700 E 4th ST STE 400
Charlotte, NC 28202
980-314-2400

Forms and User Guides

Click on the link below for more information and guides on MECKProcure Vendor Self-Service.
[Vendor Instructions and Registration Forms](#)

Secured by GeoTrust
- Click for details.

SECURED

TRAINING ON THE USE OF MECKPROCURE



Offered every 2nd and 4th Wednesday of the month



To register go to:

<https://www.mecknc.gov/Finance/Procurement/Documents/Training%20Schedule%20for%20New%20Registrations.pdf>



First hour covers how to register



Second hour covers how to respond to a solicitation (not applicable for construction solicitation)



WHAT YOU NEED TO HAVE ON HAND WHEN REGISTERING

- ✓ W9
- ✓ Banking information (ABA/Routing # and Account #) if there is a pending purchase and/or contract.
- ✓ Addresses, phone #s and email addresses for:
 - For the you or the person registering the company in MECKProcure
 - Legal address (as listed on the W9)
 - Ordering: Where a contract or purchase order goes
 - Payment: The Remit address on your invoices



Do I really need to give Mecklenburg County my banking information?

Maybe

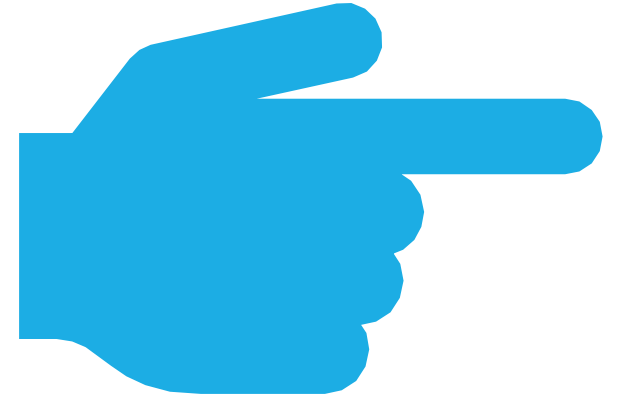
Yes, if you have a pending contract or purchase

No, if you don't have a pending contract or purchase. But you will need to add your bank information if we do business.



What if my business is already registered?

- When registering you will search for your business using the tax ID
- If not found, you will register
- If found you will see either:
 - Click here to activate (allows you to create a login to the profile)
 - Contact your Administrator (will give you the name, email and phone)



RESPONDING TO A SOLICITATION

- Mecklenburg County formal (\$500k and above) construction solicitations are advertised on the North Carolina Interactive Purchasing System (NCIPS)
- Maintenance solicitations are posted and advertised on MeckProcure and the North Carolina Interactive Purchasing System (NCIPS)
- The solicitation will include instructions on how to respond to the solicitation
- **DUE DATE AND TIME:** The due date and time in the solicitation are absolute. If your submission is even a second late, it will be deemed nonresponsive

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HEALTH & SAFETY



HEALTH & SAFETY PRECAUTIONS TO MITIGATE RISK OF NOVEL CORONAVIRUS

All State of NC and Mecklenburg County instructions related to COVID-19 are to be followed:

- NC is currently in “Phase 3” described in Governor’s Executive Order
- Reduced capacity limits for indoor and outdoor meeting spaces
- Face coverings
- 6’ social distancing
- Wash and Sanitize hands often

Specific to the bid process: Please take note as there may be virtual and/or on-site sessions.

- Pre-Bid Meeting
- Site visits limited to groups of 10 by prearranged appointment only
- Staggered bid opening times
- Public Bid Openings

Mecklenburg County Resource for Current Instructions:

<https://www.mecknc.gov/COVID-19/Pages/Home.aspx>



Asset & Facilities Management (AFM)

Who We Are:

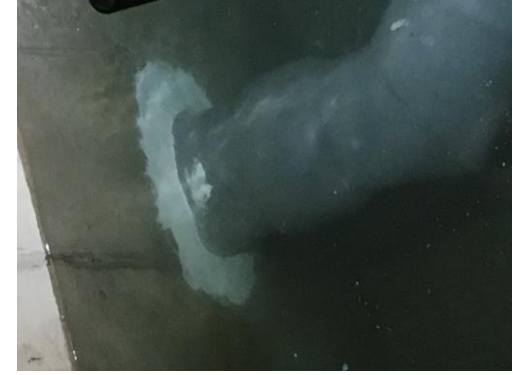
Maintenance

Facility Maintenance
Operations

Design and Construction



Maintenance Vendors Needs



Companies with expertise in the following task are encouraged to partner with Mecklenburg County's maintenance vendors:

- Air condition system installations
- Water supply and drainage systems
- Electrical and lighting systems, including transformer substations and emergency power generators
- Fire protection
- Fire alarm systems
- Voice and data systems
- Security access and surveillance systems
- Uninterrupted Power Supply (UPS)



Types of Projects



Informal:

Projects Under \$30,000

- Maintenance Vendor
- Facility Maintenance Operations (FMO)

Projects Over \$30,000, up to \$499,999

- Maintenance Vendor
- Facility Maintenance Operations (FMO)
 - Capital Reserve (CR)
- Design and Construction (D&C)

Formal:

Projects \$500,000+

- Facility Maintenance Operations (FMO)
- Design and Construction (D&C)
 - Capital Improvement Projects (CIP)
 - Over \$500,000
 - Publicly advertised
 - Lead by General Contractors

AFM Expectations



- MEP vendors/contractors must have an active license in the respective trades.
- Must be able to obtain a COI that meets County requirements.
- Position your company to be able to obtain a bond when required (bid or P&P bond)
- Be accessible — set up your voice mail, use a cell phone or an active number and answer / respond to call-backs in a timely matter.
- Proofread and always use spellcheck on all written correspondence.
- Dress “business casual” for business meetings or interviews. (Construction clothes are acceptable.)
- Keep references current to assure they can be reached for discussion and verification.
- **Be realistic when you schedule your time. Give a real amount of time a job will take to ensure the project or task is finished per the required schedule!**
- **When you commit to a project, show up on time and finish the work as promised.**
- **If you have questions—ASK. Questions avoid conflict, confusion and time.**



Medical Examiner's Office Expansion & Renovation

Medical Examiner's Facility Body Cooler Addition & Special Autopsy Renovations. Scopes include but not limited to: Concrete block, roofing, landscaping, **MECHANICAL, ELECTRICAL, PLUMBING**, drywall, epoxy flooring, paving and more...

– renovating mechanical connections, alternate to install an entirely new mechanical controls system to replace original one installed in 2008

– lights in the cooler and other areas, power to the cooler equipment and to the new autopsy equipment. Remove several solar panels & associated equipment installed in 2012

- drainage leading into parking area

Interested? Contact Kinanda Payne at info@lilassociates.com | 252-881-0461

Bid Date:

Wednesday, November 18, 2020 @ 2:00 PM



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QUESTIONS

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Land Use Environmental Services Agency (LUESA)

Who We Are:

Air Quality

Code Enforcement

Geospatial
Information Services

Solid Waste Services

Storm Water Services



Vendor Needs



LUESA Solid Waste operates and maintains Solid Waste facilities and infrastructure.

Like AFM, companies with experience in these areas are encouraged to participate:

- Air condition system installation and repair;
- Water supply and drainage systems;
- Electrical and lighting systems;
- Fire protection and alarms;
- Security access and surveillance systems.

In addition to typical building maintenance/repair expertise, these vendors are encouraged to participate:

- Grading and earth moving contractors;
- Mechanics and rigging contractors working on equipment and rolling stock.



Types of Projects



INFORMAL:

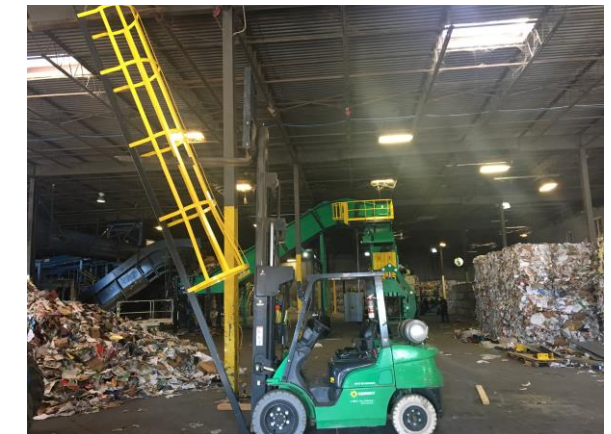
Projects Under \$30,000

- Maintenance Vendor
- Facility Maintenance Operations
- Projects Over \$30,000, up to \$499,999
- Maintenance Vendor
- Facility Maintenance Operations
- Construction
- Paving and/or Grading

FORMAL:

Projects \$500,000+

- Facility Maintenance Operations (FMO)
- Construction
 - Publicly advertised
 - Lead by General Contractors



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Park & Recreation (PRK)



Peter Cook
Deputy Director
Peter.Cook@mecknc.gov



Mecklenburg County Park and Recreation



Department Organization



Capital Planning Division:

- Responsible for managing the master planning and development of all new/renovated park and recreation facilities and for long-term planning.

Community and Recreation Centers Division:

- Responsible for managing all recreation centers, senior centers, aquatic recreation facilities, therapeutic and inclusive recreation services and the NC Cooperative Extension partnership.

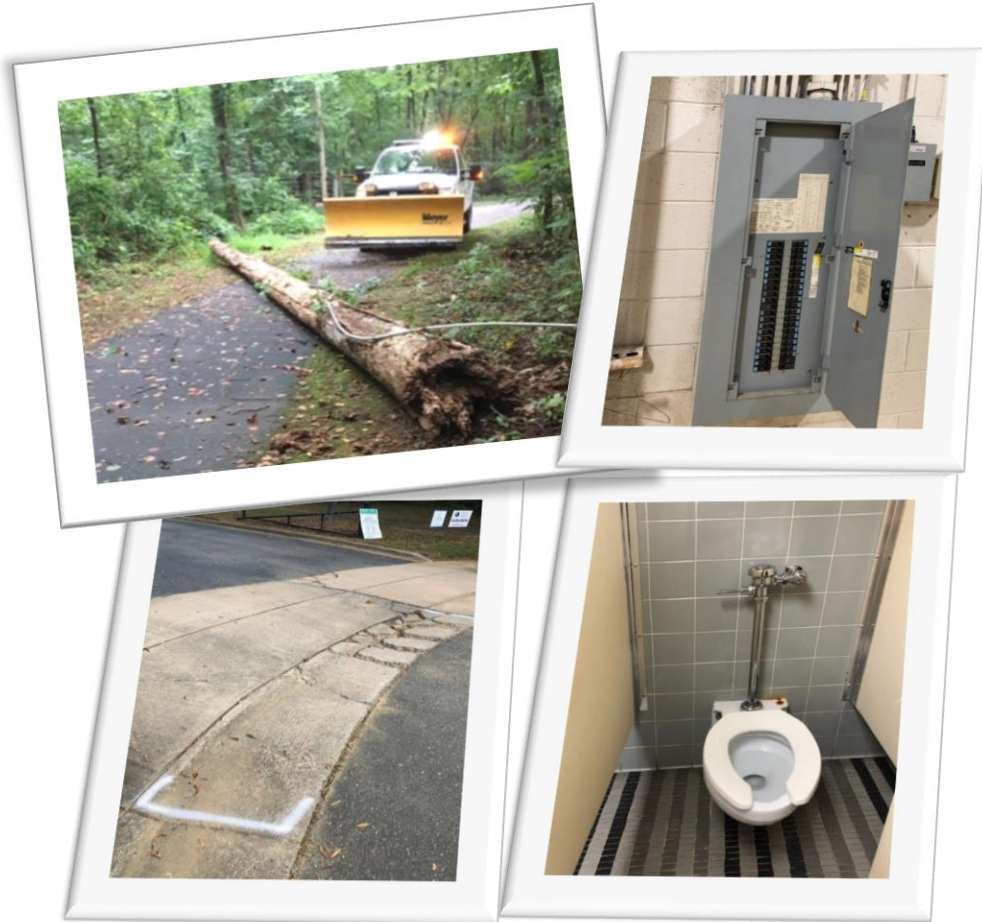
Nature Preserves and Natural Resources Division:

- Responsible for managing all nature centers, nature preserves and natural heritage sites.

Park Operations Division:

- Responsible for the general maintenance and operations of over 210 parks and 56 miles of greenways.
- Park Services

Park Services:



Type of Projects:

- **Electrical Repairs:** lighting, outlets, breakers, fuses, etc.
- **Plumbing Repairs:** underground pipe failures, leaking toilets and faucets.
- **Concrete Work:** repair damaged sidewalks, install concrete pads for benches / tables / fitness equipment.
- **Landscaping Work:** clearing brush, grading, seed and straw, drainage.
- **Mowing and Tree Work:** have been bid through County Procurement, contract not up again until 2023.

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MWSBE Outreach – MEP Contractors

NEXT STEPS

- Complete your vendor registration with Mecklenburg County's MeckProcure and the NC State IPS system so that you are a vendor and receive bid opportunities
- Verify that you meet MWSBE criteria and certify your business as an MWSBE
- When forming construction teams, seek and increase MWSBE participation and adhere to compliance guidance
- Regularly visit the MWSBE Website to keep up with Mecklenburg County Projects-At-A-Glance
- Begin working on your capability statement and send copy to mwsbe@mecknc.gov
- Schedule an introduction meeting with the MWSBE program
- Respond to our survey that will land in your Inbox this week

